

STATEWIDE INTERINSTITUTIONAL ARTICULATION AGREEMENT
for

**UNIVERSITY OF FLORIDA- YOUNG ENTREPRENEURS FOR LEADERSHIP
& CHANGE**

1- INTRO

Agreement between the University of Florida and the Florida Department of Education, is entered into for the purpose of enhancing learning opportunities for qualified high school students who are invited to attend the University of Florida Young Entrepreneurs for Leadership and Change program and are attending high school in the state of Florida.

This agreement shall be effective from the date of its execution and signature by all parties and shall be automatically continued from year to year unless the agreement is terminated by either party upon thirty days written notice, provided that such termination shall not affect the duties and rights of either party under this agreement with regard to a dual credit enrollment student from the state of Florida currently enrolled in a course as a part of the University of Florida Young Entrepreneurs for Leadership and Change. Termination notices must be sent by certified or registered U.S. Mail, return receipt, and shall be deemed duly given and made when received, or five days after being made, whichever is earlier.

2- DESCRIPTION OF PROGRAM

A. NATURE OF PROGRAM – *The purpose of the UF Young Entrepreneurs for Leadership and Change Program is to educate high school students about entrepreneurship, leadership and creating positive social change-- while preparing these precollege high school students for campus life, and helping them to explore college majors and avenues for future success.*

B. JUSTIFICATION FOR STATEWIDE APPROVAL –*The UF Young Entrepreneurs for Leadership and Change Program statewide approval for dual enrollment will allow student participants to receive college and high school credit for work are required to complete regardless of dual enrollment status. Student participants from the state of Florida who wish to receive dual enrollment credit will not be required to adhere to the specific and unique regulations set forth in existing general agreements with each individual county thus eliminating any conflict between agreements already set forth with regional community colleges.*

3- COURSES

A. HIGH SCHOOL SUBJECT AREA APPLIED TO

GEB 4930 – Exploring Entrepreneurship (3 credits) - counts as upper division elective credit at UF. SYG 2010 – Social Problems & Solutions (3 credits) – counts as general education social science credits at UF. Upon completion of the dual enrollment courses the high school dual enrollment student shall receive .5 elective credits toward high school graduation for each dual enrollment course (maximum of two during the YELC.)

B. UF ADVISING ROLE –*The University of Florida shall make available, but not mandatory academic advising to YELC student participants through the Honors Department.*

4-NOTIFICATION OF PARTICIPATION AND OPPORTUNITIES

A. NOTIFICATION PROCESS – *Notice of the opportunity to dual enroll through the UF-YELC is mailed after student has been accepted. Non-degree Form, Dual Enrollment Application, Immunization Form and Book Request Form are included in the UF-YELC Dual Enrollment packet. Students are required to submit completed forms one month prior to the first day of the YELC program (June 29, 2008). Students and parents are given a dual enrollment orientation on the first day of the program and students and parents are provided with written terms of the program and dual enrollment.*

5- AGREEMENT OF STUDENT/PARENT TO PARTICIPATE IN DUAL ENROLLMENT

A. FORMS - *student and parent shall be required to complete an application for dual enrollment, an immunization form and Non-degree and residency classification form (for registration coding purposes).*

B. DEADLINES

1. SUBMISSION OF FORMS – *All of the forms listed in paragraph 5 part A shall be completed and submitted prior to the first day of the beginning of the YELC.*

2. WITHDRAWAL PROCESS – *The student/participant will have three reminders if the need to withdraw from the course exists. The first notice of withdraw date and procedure shall be included in written information provided to student and parent in the original packet of information, the second shall be a verbal reminder at the program orientation and the third is reminder arrive via email prior to the withdraw deadline.*

3. DEADLINES COINCIDE WITH SCHOOL TERM – *The registration process is coordinated with the summer B drop/add period.*

C. GUIDANCE COUNSELOR SIGNATURE – *Students must receive signature from high school guidance counselor on the application for dual enrollment. High school guidance counselor must meet with potential dual enrollment student and advise the student eligible to dual enroll through the YELC.*

D. REGISTRATION – *The Warrington College of Business shall satisfy the role of UF-academic advising to YELC dual enrollment students. The Warrington College of Business shall be responsible for registering each dual enrollment student for YELC, dual enrollment courses GEB 4930 and SYG 2010. The YELC dual enrollment student shall not be permitted to enroll for only one course without enrolling in the other. YELC students must either enroll in both GEB 4930 and SYG 2010 or neither of the courses. The UF-Registrar dual enrollment representative shall be responsible for coding the student in the NERDC system.*

E. HOW STUDENTS RECEIVE GRADES IN EACH COURSE –*Student grades are assigned and submitted by the course instructor (GEB 4930 Prof. Rossi & SYG 2010 Dr. Joos). Students are graded on the assignments and based*

on the criteria outlined in the syllabi (see appendices).

1. OFFICIAL TRANSCRIPT TO SCHOOL AND STUDENT - Dual Enrollment student shall receive an official transcript in the mail directly from the UF Office of the Registrar. The students' high school guidance counselor shall receive an original transcript to place in the students' permanent file immediately following the summer B term.

6- ELIGIBILITY

A. STATE STANDARDS VS UF STANDARDS MUST BE ADDRESSED – *The University of Florida does not require minimum standardized test scores. The CPT is not required by the University of Florida for dual enrollment students. Dual enrollment students at the University of Florida must satisfy a 3.00 GPA.*

B. INCLUDE CRITERIA FOR SELECTION – *Students are selected via a holistic application process. The application requires completion and submission of Application Form (including signatures of parents and school guidance counselor), resume of student involvement in activities and awards & honors, essay, current official school transcript with cumulative GPA and two letters of recommendation (one must be from a teacher).*

7- ACADEMIC AND BEHAVIORAL MONITORING OF ENROLLED STUDENT

A. CODE OF CONDUCT FOR GEB 4930 and SYG 2010 AND PROGRAM

1. BEHAVIORIAL – *YELC students and parents agree to the behavioral and academic rules, regulations and policies by signing a program contract. The content of the program contract are defined in paragraph 7A; 2-3.*

2. ACADEMIC REQUIREMENTS – *If the student chooses to leave the program or is asked to leave the program, the student will be presented with dual enrollment options. If withdrawal or removal from the program occurs before the final withdrawal date, the student may exercise the option to withdraw from the course. The student shall be advised of the options and consequences related to each.*

It is the responsibility of the student to gauge personal performance in the dual enrollment courses and evaluate whether performance is congruent with personal expectations. Students shall be expected to participate fully in the community service component of the YELC program as it is an extension of the theories and topics learned in class and an essential part of the academic requirements. Student may seek out advising at any point during the program. Students are expected to adhere to the University of Florida Honor Code. Violations of the honor code are not permitted.

3. CODE OF CONDUCT FOR THE PROGRAM – *Students shall not be permitted to obtain rides from persons not authorized by parent signed affidavit. Students shall not be permitted to be in possession of motorized vehicles of any sort while participating in the YELC program. Students shall be required to heed predetermined curfew every night of the week and on weekends. Students shall be required to attend all scheduled activities on time and report illness and/or injury to a*

counselor/supervising party. Students are expected to follow residence hall rules as they are established for personal safety out of respect for other residential programs that use the residence halls during the same time. Any action that is in violation of the rules of the University of Florida or rules of the Board of Trustees, municipal ordinance, or law of the State of Florida, or of the United States of America shall not be permitted. Any violation(s) of the rules set forth by the State of Florida, the University of Florida, the Board of Trustees or the United States of America will result in expulsion. Demonstrated recklessness and disregard for others and continued disrespect shall result in dismissal from the YELC program.

8- INSTRUCTORS FOR COURSES

A. SYG 2010

1. Kristin E. Joos, Ph.D. - University of Florida, Lecturer in Sociology & Coordinator of the Innovative Social Impact Initiative in the Center for Entrepreneurship & Innovation. In the instance that Kristin Joos, Ph.D. no longer teaches the YELC section of SYG 2010 and adequate notice is available the statewide IAA shall be revised to reflect the change in instructor. The instructor elect shall be properly credentialed to teach SYG 2010 according to the guidelines and standards of the Florida Department of Education and the University of Florida Warrington College of Business. In the event that a last minute instructor replacement is needed, the replacement shall satisfy the credential requirements of both parties.

B. GEB 4930

1. Bill Rossi – University of Florida undergraduate professor of GEB 4930 and recipient of numerous teaching awards related to teaching GEB 4930. In the instance that Bill Rossi no longer teaches the YELC section of GEB 4930 and adequate notice is available the statewide IAA shall be revised to reflect the change in instructor. The instructor elect shall be properly credentialed to teach GEB 4930 according to the guidelines and standards of the Florida Department of Education and the University of Florida Warrington College of Business. In the event that a last minute instructor replacement is needed, the replacement shall satisfy the credential requirements of both parties.

9- TEXTBOOK PROVISIONS (COUNTY LEVEL) AND STUDENTS WITH DISABILITIES ACCOMODATIONS

A. BOOK REQUIREMENTS FOR THE PROGRAM – THE SCHOOL IS RESPONSIBLE FINANCIALLY.

Book requirements may change as revised editions are published. The Center for Precollegiate Education and Training shall update the agreement when such a change is required.

1. SYG 2010

a. Social Problems: A Critical Approach, 5th Edition, McGraw Hill, by Neubeck, Neuback, and Glasberg. ISBN: 0072968044

b. *How to Change the World: Social Entrepreneurs and the Power of New Ideas*, David Bornstein, ISBN: 0195138058

2. GEB 4930

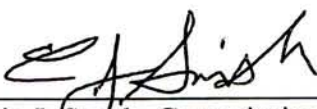
a. *Launching New Adventures and Entrepreneurial Approach*, 4th Edition

B. DOC REQS AND CRITERIA USED TO DETERMINE NEED FOR ACCOMMODATIONS (K12 OR POSTSECONDARY) – UF does not accept Individual Education Plans (IEPs) as proof of documentation for ADA purposes. IEPs are not applicable in the post-secondary education context. Rather traditional UF dual enrollment students are required to provide appropriate medical documentation and register with the UF Disability Resource Center. UF can only agree to make arrangements to accommodate the student ESE accommodations as determined by the documented diagnosis of an appropriate medical professional. UF cannot agree to cover the cost of such accommodations unless the county provides funding to UF.

ALL NOTICES FORMS AND OTHER COMMUNICATIONS HEREUNDER SHALL BE MAILED OR DELIVERED TO:

FLORIDA DEPARTMENT OF EDUCATION: Heather R. Sherry, Ph.D. Director, Office of Articulation Florida Department of Education 325 West Gaines St., Suite 1401 Turlington Bldg. Tallahassee, FL 32399-0400	UNIVERSITY OF FLORIDA: Mary Jo Koroly, Ph.D., Director Center for Precollegiate Education and Training PO Box 112010 334 Yon Hall Gainesville, FL 32611-2010
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APPROVAL SIGNATURES:



Dr. Eric J. Smith, Commissioner
Florida Department of Education

4/9/08

Date



Dr. Mary Jo Koroly, Director
Center for Precollegiate Education & Training
University of Florida

4/13/08

Date

SYLLABUS

Course Title: Exploring Entrepreneurship

GEB 4930 Summer 2007

Instructor: William J. Rossi
Clinical Professor of Entrepreneurship
Tel: (352) 273-0334
Fax: (352) 846-2170
E-Mail: william.rossi@cba.ufl.edu

Students Invited: Young Entrepreneurs for Leadership and Change (Summer Program for High School Students)

Text: *Launching New Ventures – An Entrepreneurial Approach*; 4th Edition

Various article hand-outs

Course Objectives:

1. Explore the entrepreneurial mindset and culture that has been developing in companies of all sizes in virtually every industry.
2. Examine the entrepreneurial process involved in both pursuing an entrepreneurial venture within a large company and the creating and managing a new enterprise for implementation of an entrepreneurial venture.
3. Discuss the dynamics of participating on a business team and the power inherent in a team relative to individual effort.
4. Provide the background and tools necessary to understand and participate in the entrepreneurial process within a large company, in a new venture or as an investor.

Course Overview: A new paradigm has emerged in both business and the economy as a result of the advent of the Internet, subsequent improvements in bandwidth and the resultant widespread use of the Internet. This new paradigm, however, is different from that envisioned and widely touted in the dot-com days of the late 1990's. Rather, it involves great leaps in the application of new technology in business, advances in productivity previously unheard-of but now

commonly accepted, and rapid changes in markets consistent with the volume of freely available information.

Entrepreneurs have started new ventures for generations. Success was more a function of tenacity and a measure of how good was the idea underpinning the business. Errors in the structure and early conduct of the enterprise could be overcome with time through learning. In the new paradigm though, tolerance for such errors is acutely narrow. Competition has become intense, technology-based, market-focused and highly competent. In such a competitive environment the lack or misuse of the application of currently available technology to the structure and conduct of a new business could quickly spell its demise. Similarly, the inability to adapt the enterprise to the emergence of new technologies to make it market-driven and structure-perfect could have the same effect. In summary, competition is just too tough; the end could come quickly.

An entrepreneurial orientation is the common denominator among successful enterprises in this new paradigm. The elements frequently key to successful competition include a team approach to management focusing on enterprise value rather than individual recognition, structuring an environment that promotes seeking and exploiting opportunities rather than recognizing and solving problems, conceptualizing and committing to new markets rather than being constrained by traditional boundaries, and balancing intelligent risk and the opportunity for rapid advancement.

Organizational size neither offers a safe harbor nor increased risk. New ventures exist either as a new, small business or as an element of a large organization. Large companies have become competitive in this new paradigm by redefining their cultures. Decision-making has been shifted downward in these companies to encourage quick reaction to market opportunities.

Every student that plans to work, therefore, will face the need to negotiate these new realities, whether it be big company, small company, new company or old. The goal of this course is to provide the background necessary to understand the entrepreneurial approach to business and the tools required to function effectively in that environment.

The course is organized around lectures, guest speakers involved in the entrepreneurial process, class discussions and readings.

Each student's grade in the class will be determined as follows:

Three essay papers on topics assigned during the course and pertaining to the course content	45%
Student presentation to class	10%
Class participation	20%
Final exam	25%

Class Outline:

- I. The Entrepreneur and the Entrepreneurial Culture
- II. Passion, Creativity and Dealing with Risk
- III. Planning, the Business Plan and Negotiating
- IV. Enterprise structure and Management Issues

Class Schedule: Attached